

Message Text

UNCLASSIFIED

PAGE 01 MADRID 00470 231311Z

51

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 RSC-01 /021 W

----- 008569

R 231110Z JAN 75

FM AMEMBASSY MADRID

TO SECSTATE WASHDC 883

UNCLAS MADRID 470

E.O. 11652: N/A

TAGS: BBSR, SP

SUBJECT: GMR: BUSINESS MACHINES AND EQUIPMENT

REF 1. STATE A-8667 (19 NOV 74). 2. MADRID 328

1. AS INSTRUCTED REF 1. EMBASSY DISTRIBUTED SPECIFICATIONS
SUBJECT RESEARCH TO LOCAL CONSULTANTS. TWO SUBMITTED BIDS FOR
SPAIN ALONE WHICH WERE AIRMAILED 21 JAN 1975.

2. SPANISH ADVISORY SERVICE HAS DONE FOLLOWING GLOBAL MARKET
RESEARCH FOR COMMERCE ON SPANISH MARKET: METALWORKING AND
FINISHING EQUIPMENT, FOOD PROCESSING AND PACKAGING EQUIPMENT,
AIR AND WATER PURIFICATION AND POLLUTION CONTROL EQUIPMENT,
AND IS CURRENTLY DOING GMR: LABORATORY EQUIPMENT ON SPAIN.
FEE FOR SUBJECT STUDY WOULD BE 281,000 PESETAS (\$5018). MINI-
MUM OF 30 PERSONAL INTERVIEWS DIVIDED; 8 REPRESENTATIVES, 15
END-USERS, 3 MANUFACTURERS, 2 TRADE ASSOCIATIONS, 2 GOVERNMENT
OFFICIALS, SUPPLEMENTED BY MINIMUM 100 MAILED QUESTIONNAIRES.

3. ARVAY ESTUDIOS DE MERCADOS PREVIOUSLY SUBCONTRACTED BY
PETER WARD ASSOCIATES LONDON TO DO SPANISH SECTION GMR: PROCESS
CONTROL INSTRUMENTATION. FEE FOR SUBJECT STUDY WOULD
BE 280,000 PESETAS (\$5000). MINIMUM 22 PERSONAL INTER-
VIEWS WITH NO BREAKDOWN GIVEN AMONG REPRESENTATIVES,
END-USERS, GOVERNMENT OFFICIALS, ETC.

4. EMBASSY RECOMMENDS CONTRACT BE AWARDED SPANISH
ADVISORY SERVICES. THIS FIRM HAS ALREADY DONE THREE
HIGH QUALITY GLOBAL MARKET STUDIES FOR COMMERCE AND IS
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MADRID 00470 231311Z

PROGRESSING SATISFACTORILY ON LABORATORY INSTRU-

MENTS STUDY. POST ALSO ENJOYS VERY CLOSEWORKING RELATIONSHIP WITH SPANISH ADVISORY SERVICE AND THUS IS ABLE TO REPRESENT COMMERCE'S INTERESTS WITH MAXIMUM EFFICACY.
EATON

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MADRID00470
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750025-0853
From: MADRID
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750127/aaaaaxml.tel
Line Count: 65
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE A-8667, 75 (19, 75 NOV 7, 75 MADRID 328
Review Action: RELEASED, APPROVED
Review Authority: buchant0
Review Comment: n/a
Review Content Flags:
Review Date: 08 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 MAY 2003 by SilvaL0>; APPROVED <07 JAN 2004 by buchant0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GMR: BUSINESS MACHINES AND EQUIPMENT
TAGS: BBSR, SP
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006